

## CONSTRUCTION CONTRACTS FOR DISTRICT SHOW GAIN OF SIXTY PER CENT

BULK OF ACTIVITY  
IN HOME BUILDING,  
STATISTICS SHOW

43,612,000 Is May Total,  
Bringing Figures Above  
Average

## LABOR HALTS WORK

Residential Building Booms  
Above All Other  
Classes.

Real estate activities have gone  
over the top.

In Washington there has been a  
mean increase in contracts let of  
67 per cent, and one-half of this  
gain has been in the contracts for  
the erection of individual dwellings.  
In the groups of states of which  
the district is a part, there have  
been contracts let during the month  
aggregating \$15,512,000. Total con-  
struction contracts for the first five  
months of the year have amounted  
to \$128,212,000, which is practically  
equal to the average of the first  
five months of the preceding five  
years.

Included in the May total were  
the following items: \$13,098,000, or  
85 per cent, for residential build-  
ings; \$11,647,000, or 28 per cent, for  
public works and utilities; \$6,201,  
000, or 4 per cent, for industrial  
plants; and \$4,271,000, or 9 per cent  
for business buildings.

Contemplated new work was re-  
ported in May to the amount of  
\$3,107,000.

Country's Gain Is 9 1/2 Per Cent.

Construction activity in May,  
throughout the nation, according to  
figures published by the F. W.  
Dodge company, was 9 1/2 per cent  
greater than in April. Contracts  
awarded in the twenty-seven north-  
eastern states of the country  
amounted to \$242,093,000, compared  
with \$220,836,000 in April.

The increase in activity should  
have been greater but for widespread  
labor troubles in New England and  
throughout the middle west,  
where wage disputes have been  
pretty general, building activity  
kept up during May at about the  
same rate as in April. Substantial  
increases in activity were reported  
in the territory along the Atlantic  
coast from New York to South Car-  
olina.

Residential building continues to  
lead all other classes. In May con-  
tracts for this class of construction  
amounted to \$82,982,000, or 34 per  
cent of the total. Public works and  
utilities amounted to \$64,998,000, or  
27 per cent of the total, business  
buildings, \$29,494,000, or 12 per cent  
of the total; educational buildings,  
\$24,462,000, or 10 per cent of the total;  
industrial buildings, \$20,404,000,  
or 8 per cent of the total.

Week's Permits.

Another active week closed yester-  
day at the office of the building  
inspector at the District building.  
J. J. Moebis was issued a permit  
to build one four-story apartment  
building at 1529 Sixteenth street at a  
cost of \$25,000. A great number of  
permits were issued to individual  
builders.

Many permits were granted for  
the erection of garages and for re-  
pairs. Following are some of the  
permits issued during the week:

L. E. Breuninger, one two-story  
brick building, 1602 Varnum street;  
\$20,000.

F. Brennan, one two-story  
brick dwelling, 1201 Monroe street  
northwest; \$15,000.

H. R. Howenstein, 1319-21 Girard  
street northwest; \$10,000.

Standard Construction company,  
one two-story frame dwelling, 1923  
Kearney street northeast; \$7,000.

Lacy & Bell, four two-story  
brick dwellings, 1292-04-06-08 Bu-  
chanan street northwest; \$20,000.

R. E. Moy, one brick private gar-  
age, rear 501 R street northwest;  
\$700.

J. L. Sherwood, one two-story  
frame dwelling, 3509 Tenth street  
northeast; \$5,000.

R. O. Bell, one two-story brick  
dwelling, 1410 Good Hope road;  
\$15,000.

H. A. Kete, four private frame  
garages, rear 2225-27 Thirty-third  
street northwest; \$2,000.

C. E. Tolson, one metal private  
garage, rear 15 Channing street  
northeast; \$300.

Charles Sonne, one two-story  
brick store, 1521 M street north-  
west; \$6,000.

L. H. Banyon, one two-story frame  
dwelling, at 4801 Forty-sixth street  
northwest; \$1,275.

S. Kluff, one brick private gar-  
age, rear 1117 Buchanan street  
northeast; \$775.

J. B. Henderson, one concrete  
swimming pool, Sixteenth street  
and Florida avenue northwest; \$3,  
000.

E. Cuppen, one two-story frame  
dwelling, 3521 Jennifer street north-  
west; \$7,500.

A. Newman, one private brick  
garage, rear 1720 Lanier place  
northwest; \$775.

M. Heilman, one brick private gar-  
age, rear 707 Sixth street north-  
west; \$600.

A. W. Gregg, one brick private  
garage, rear 1225 Columbia road  
northwest; \$1,000.

R. B. Bradley, one two-story  
frame dwelling, 5719 Sherrier place  
northwest; \$4,500.

T. H. Cohn, one brick private  
garage, rear 2417 Eighteenth street  
northwest; \$1,200.

Rogers & Fischer, one three-  
story brick warehouse, 1213 I street  
northwest; \$2,000.

H. E. Huhn, private garage, rear  
Eighteenth and T streets northeast;  
\$300.

R. H. Gruver, private garage, rear  
3810 Kansas avenue; \$350.

Thomas E. Jamieson, build new  
houses, 1309-11-13 Shepherd street,  
two and three-story brick; \$20,000.

D. S. Murphy, build 410-412 Nine-  
teenth street northeast; \$6,000. Two  
two-story tile dwellings.

M. D. Lines, one-story frame  
house, 3029 Rodman street north-  
west; \$350.

B. Z. Pippenger, one two-story  
frame dwelling, 2807-09 South Da-  
kota avenue; \$4,300.

W. C. Houk, 111 Carroll street  
northeast; private garage; \$275.

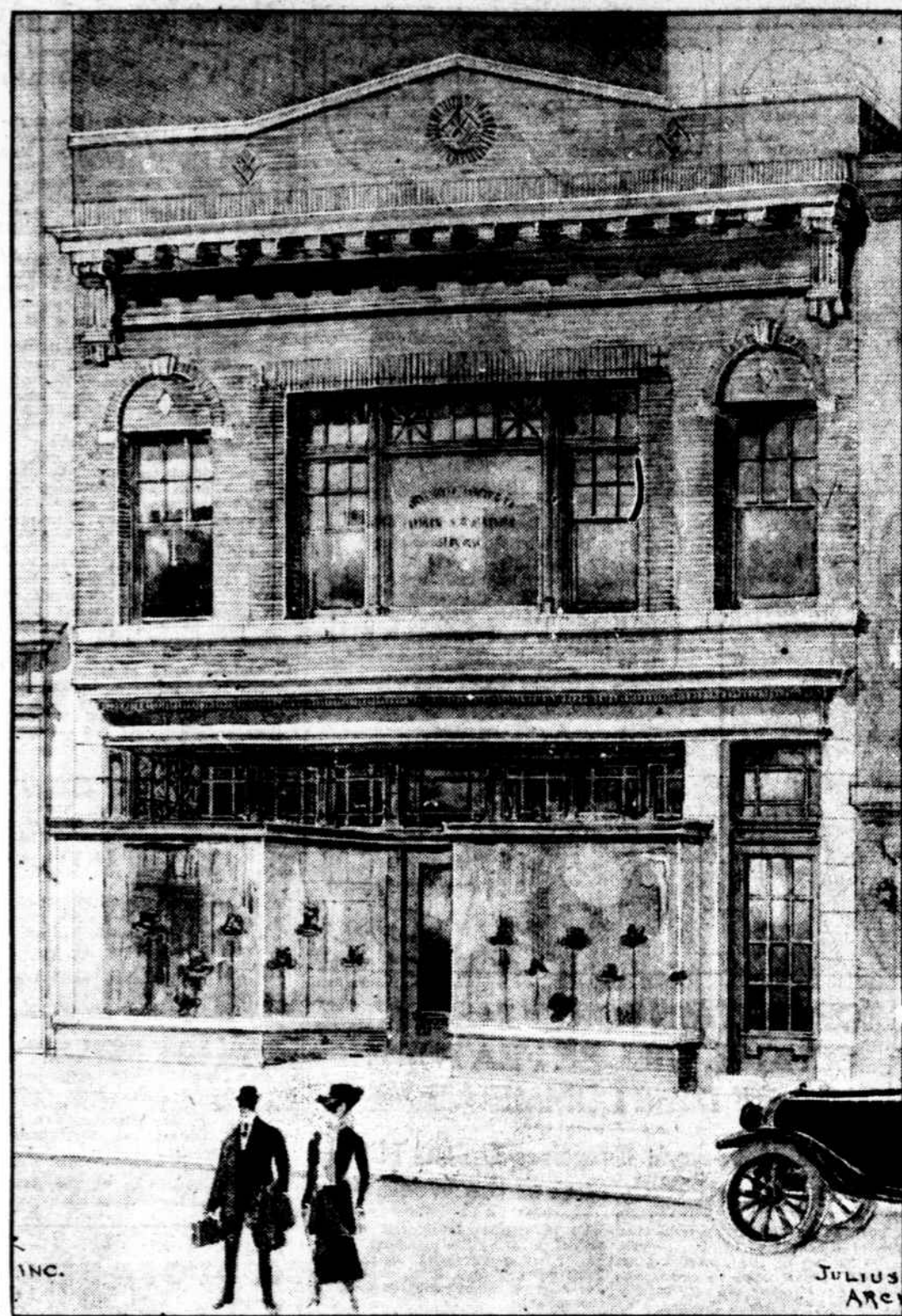
S. Ferry, repairs and alterations,  
915 Louisiana avenue northwest;  
\$250.

M. R. Desperiga, private garage,  
rear 1511 Eighteenth street; \$250.

P. F. Schaller, new additions and  
make repairs, 2704 Thirteenth street  
northeast; \$1,750.

M. H. Ingraham, to build one-story  
frame dwelling, 313 Thirtieth street  
southeast; \$1,500.

## When Brodt Bros.' Building Is Renovated



Brodt Bros. Inc., hat dealers, yesterday completed plans for their new structure at 509-11 Eleventh street, which they purchased during the week from Mandler-Brodt Co., New York avenue real estate brokers. The building which is a two-story structure, brought \$40,000. The company will spend \$20,000 for improvement. The above is the picture of the proposed building when completed. Julius Wenig is the architect.

TOURISTS WELCOME  
IN BOISE, IDAHO

Western City Sets Aside Park  
For Convenience of  
Visitors.

Hospitality in some definite form  
from a community to the casual  
traveler or tourist is a rather new  
and interesting thought. Harry K.  
Fritchman, former mayor and for-  
mer president of the chamber of  
commerce of Boise, Idaho, who con-  
ceived the idea of tourist park, will  
discuss "Civic Hospitality" on  
Wednesday, July 13, the second day  
of the convention of the National  
Association of Real Estate boards  
at Chicago.

Roadside signs greet the auto-  
mobile tourist in the vicinity, in-  
viting him to visit Boise. In the  
city he finds tourist park set aside  
for his use. Without cost, he may  
park his car. He is provided with  
hot and cold water for laundry and  
for bathing, and with other con-  
veniences. He is officially wel-  
comed to the city and a record is  
made of him and of his visit.

On Friday, July 15, several  
trophies will be awarded to the  
winners of convention contests.  
One trophy will go to a board with  
a volunteer secretary and the other  
to a board with a paid secretary.  
A silver cup known as the Cleve-  
land attendance trophy will be  
awarded to the board with the best  
convention attendance record.

## Real Estate Transfers

North of Kennedy at east of 14th  
nw, square 2801, lot 44—Harrison C.  
and Ada H. Pratt to Adeline F.  
Hall, \$10.

Adeline F. Hall conveys same  
land to Ada H. Pratt, \$10.

North of Shepherd st. east of  
14th, square 2523, lot 97, Padaworth  
—Clarence H. Small et ux, Flor-  
ence C. to Roger V. Offutt et ux,  
Emma L., \$10.

N of P. w of 22nd st. nw, S of P  
w of 22nd st. nw, n of N w of 23rd  
st. nw, n of N w of 24th st. nw,  
n of O. e of 26th st. nw, square 23,  
original lot 9; square 35, original  
lot 6; square 47, original lot 2;  
square 48, part original lots 2 and  
3; square 1263, part square—Ameri-  
can Security & Trust Co. exor. and  
trustee to Barnum L. Colton,  
\$47,500.

2017 N st. nw, square 97, lot 44—  
John W. Beale et ux, Katherine C.  
to Elizabeth B. Ashford, \$10.

N of Allison e of 7th st. nw,  
square 3250, lot 15, Petworth—  
Marcellus Hefflin et ux, Nettie M.  
to Boyd C. Phillips et ux, Claude  
H., \$10.

N of Florida ave e of Trinidad  
ave ne, square 4083, part lots 81  
and 82, and all of lot 82—Cecilia  
K. McCormack and John W.  
Childrens, exors. and tra., to E.  
Lawrence Phillips, \$10.

236 14th at ne, square 1033, lot  
49—May Sanger to Francis J. and  
Estelle M. Maloney, \$10.

427 6 1/2 at sw, square 465, part  
lot 32—Edward F. Commiskey et al  
to James A. Compton, \$20.

North of L at east of 9th at nw;  
square 401, part original lot 2—  
Leon Tobner and Byron W. Gra-

Rows of Dwellings  
Rising in Boom of  
Suburban District

Suburban realty activities have  
taken a spurt within the last month,  
and plans are being made by sev-  
eral District companies for dwell-  
ing construction.

In Sherwood, a sector in the north-  
east Washington, which has been  
built in the last two years, is now  
the scene of activities. Gardiner  
and Dent have started on a row of  
six dwellings of the bungalow  
type on Kearney street, near  
Twentieth street northeast.  
This section is practically build-up,  
although there are many lots un-  
developed. It is believed, to the  
ownership resting outside of the  
District. Sherwood is one of the  
prettiest and moderate priced resi-  
dences within the District line, and  
its residents are composed of salaried  
men.

ham, tra. to Jennie S. Dawson, \$8250.  
South of B east of 5th st. se;  
square 1072, lots 12 and 13—W.  
Clarence Duval et ux, Frances E.  
to Arthur L. Smith, \$10.

South of B at east of 15th st. se;  
square 1072, lot 11—Helen W. Aul-  
fleck to Arthur L. Smith, \$10.

North of H at east of 14th at ne;  
square N of 1049, part lot 2—Carl  
Lichtenfels et ux, Carrie, to George  
Licht et ux, Louise, \$10.

North of N west of 23d at nw;  
square 35, original lot 6—Mattie R.  
Slater to American Security and  
Trust company tr and exor, \$25.

2224 R st nw; square 2512, lot 13,  
Kalorama Heights—Lilla Tucker-  
man to Edwin Denby, \$10.

1437 Swann at nw; square 206, lot  
62—Wm. H. Cook to Charles S. Hill,  
\$10.00.

Charles S. Hill et ux, Gertrude E.,  
conveys same property to Wm. H.  
Cook et ux, Elgar, \$10.

North of B at east of 8th st. ne,  
square 917, part original lot 5—Charles  
E. D'Andelet et ux, Mary E., to  
Olivia J. Baker, \$10.

A regular attendance of special  
courses in knitting, sewing and  
needlework is compulsory for girls  
in schools in Switzerland.

Only a few more homes will be  
financed on these exceptional terms.  
Then you will have to pay more.  
ing to build their homes in this  
modern suburb. Some of the houses  
already are going up. Others are  
to be started this summer. All  
others in July. These people took  
advantage of our financing and  
home-building plan. You can do  
the same. All it requires is a lit-  
tle cash and a determination to stop  
paying rent and to get your own  
home. Monthly payments are like

COME OUT SUNDAY  
OR ANY WEEK DAY

RUBY LEE MINAR, Sales Manager

412 Evans Building

Main 1145

\$20 Reserves a Lot

\$1000 Finances a Home

ON THESE TERMS we have sold

land in LYON PARK in the last few

weeks to 100 families, who are go-

ing to build their homes in this

modern suburb. Some of the houses

already are going up. Others are

to be started this summer. All

others in July. These people took

advantage of our financing and

home-building plan. You can do

the same. All it requires is a lit-

tle cash and a determination to stop

paying rent and to get your own

home. Monthly payments are like

SEVEN TO SUBMIT  
PLAN OF SCOTTISH  
RITE CATHEDRAL

Prize of \$1,000 Offered  
Winner; \$500 to Each  
Competitor.

Architects who will take part in  
competition for the design of the  
new Scottish Rite cathedral to be  
erected at the northwest corner of  
Thirteenth and K streets were an-  
nounced yesterday. They are A. P.  
York, Jr.; H. W. Outler, Frank P.  
Milburn, F. B. Pyle, Frank Upman,  
Oscar Vogt and Frank R. White.  
Elliot Woods, architect of the  
Capitol, who has been appointed  
professional adviser, will assist the  
building committee, which is com-  
posed of the board of trustees and  
the executive committee.

The winning design will be se-  
lected by a jury composed of three  
members. A prize of \$1,000 will be  
awarded to the winning architect. Prizes  
of \$500 each will be given all the  
competitors.

The proposed cathedral will have  
a frontage of 101.75 feet on K street  
and 147 feet on Thirteenth street.  
There will be one entrance, lo-  
cated on K street and this side of  
the building will be considered as  
the principal facade. The basement  
floor will contain a banquet hall  
capable of serving a large number  
of guests, with a ceiling fourteen  
or fifteen feet high.  
The first floor will be from five to  
six feet above street level and will  
contain the main lobby, lodgeroom  
and anteroom, checking room, sec-  
retary's and treasurer's offices.  
The mezzanine floor will contain  
the executive office, card room, bil-  
liard room, reading room, ladies'  
parlor and retiring room, ladies'  
checking room and superintendent's  
living quarters.  
The third floor will be provided  
with a class room for 400 men, with  
anteroom, smoking room, shower  
baths and lockers and costume and  
dressing rooms.  
The fourth floor will be occupied  
entirely by the cathedral, with a  
stage and suitable dressing and  
paraphernalia rooms.

Princeton St. and  
Park Place  
Facing Beautiful  
Soldiers' Home Park  
\$75 Monthly  
INCLUDES INTEREST  
Big Bedrooms  
Lots 22 1/2 Feet Wide  
33 Ft. Parking



You Can Rent Second Floor For  
Enough to Take Above  
Monthly Payments  
Open and Lighted Until  
8 o'clock P. M. Daily  
Phone us for closed car to in-  
spect. No obligation to buy  
H. R. Howenstein Co.  
1314 F St. N. W.

Advertising Absolute Necessity  
To Man Who Hopes for Success in  
Realty Business, Says H. K. Boss

Harry K. Boss, of the real estate  
firm of Boss and Phelps, addressed  
the students of the Y. M. C. A.  
real estate class Tuesday night,  
talking for his subject, "Building  
Up a Real Estate Business." He  
said, in part:

"The best way for a young man  
to acquire knowledge of the gen-  
eral real estate business, whether  
his parents are rich or poor, is to  
start at the bottom and work up,  
taking advantage of every oppor-  
tunity to improve himself, and to  
keep his eyes and ears open. In  
this way he will gain knowledge  
of every branch of the business.  
He will have an advantage over  
the man who specializes in one par-  
ticular line.

"Must Read Newspapers."  
"Before and after he has estab-  
lished himself in business, he must  
turn the selling and renting price  
of the properties, keep posted on  
the insurance rates, read the court  
record every day, learn who is  
selling who, buying who, who is bor-  
rowing money, the amount of the  
loans made on each property and  
the rate of interest. He must read  
every line of real estate news  
which is printed in his daily paper.  
In this way he will get real  
knowledge.

"In the building up of a real  
estate business one of the most  
vital factors is confidence. Have  
confidence in yourself by knowing  
your business so well that without  
any fear you can convince your  
client that what you say is correct.  
Tell him what you have to say in  
a clear, forcible manner, that will  
leave no doubt in his mind. Show  
some interest other than the com-  
mission you hope to earn. He will  
do business with you again and  
will send or bring others to you.

"Courtesy is one of the necessary  
qualifications of a successful real  
estate operator. Be patient with  
those with whom you come in con-  
tact. Listen to the demands of the  
seller, the buyer, landlord and the  
tenant. Do all you can to assist  
them. The tenant who may some  
day become a buyer. Be patient and  
courteous.

"Be optimistic and enthusiastic.

which marks the practical completion of the  
sale of the tenth apartment building in Wash-  
ington sold under the

WALKER PLAN OF CO-OPERATIVE OWNERSHIP  
Co-operative ownership is no longer an experiment in Washington. It is a conspicuous, proven  
success, even more so than in other cities, because of the improvements and refinements effected  
in the drafting of the WALKER PLAN.

Co-operative apartments have blazed a new trail to home satisfaction. Ask any of the great  
number of purchasers. Apartments in charge of co-operative owners become a better place to  
live in. They are better operated and residence therein is eminently more satisfactory.

YOU CAN BUY AN APARTMENT

—in this splendid building that will be your very own for a—  
SMALL CASH PAYMENT AND MONTHLY PAYMENTS LOWER THAN YOU ARE PAY-  
ING AS RENT. BE DONE WITH RENT RECEIPTS AND TAKE THIS SHORT CUT TO  
OWNERSHIP.

MOST LAMBERT APARTMENTS ARE ALREADY SOLD.  
A Choice Few Remain.

Do not delay action, as this is the last opportunity to offer at a figure 40 per cent less than  
reproduction cost.

Apartments in THE LAMBERT Sell as Follows

3 Rooms, Bath and Porch—\$4,300 and \$4,500. Cash  
payments, \$1,400 to \$1,500. Total monthly pay-  
ments, \$43.04 to \$45.00.  
5 Rooms, Bath and Porch—\$7,400. Cash payment,  
\$2,500. Total monthly payment, \$69.72.

4 Rooms, Bath and Porch—\$5,300 to \$6,000. Cash  
payments, \$1,800 to \$2,000. Total monthly pay-  
ments, \$52.40 to \$56.50.

8 Rooms, 2 Baths and Porch \$12,000. Cash pay-  
ment, \$4,000. Total monthly payment, \$113.60.

\*The monthly payments above INCLUDE your proportionate share of taxes, heat, water, light,  
janitor service and similar expenses, all interest and a substantial curtail on the principal.

Allan E. Walker & Co., Inc.  
Originators of the Perfected Co-Operative Plan in Washington  
813 FIFTEENTH ST., SOUTHERN BUILDING.

1887

Executive  
Staff

WM. H. SAUNDERS

Manager

CLAUD LIVINGSTON

Accounts and Settlement

E. B. SHAVER

CADELL SMITH, Asst.

Rental Manager

CHAS. F. MORRISON

Farm Department

FRANK A. JONES

Insurance & Conveyancing

Mrs. N. M. L. JENKINS

Sales Force

H. CLIFFORD BANGS

VERNON H. WHITMAN

ARTHUR C. ISRAEL

JOHN T. WILLIAMS

FRANK A. SIMON

Invite the Public  
to Their

New Offices

1433 K St. N. W.

(Corner Vermont Avenue)

The building formerly occupied by the Department of Jus-  
tice, where their offices and facilities have been very much ex-  
panded and where they will be better equipped to manage the  
business of their clients.

Thirty-Three  
Successful Years

Is the time during which Wm. H. Saunders & Co. have enjoyed  
the patronage of thousands of clients in Washington and various  
sections of the country, and we hereby pledge our best services  
in the future.

Wm. H. Saunders & Co. 1921

1433 K St. N. W. Phone M. 1016-1017

Announcement  
Wm. H. Saunders & Co.

Executive  
Staff

WM. H. SAUNDERS

Manager

CLAUD LIVINGSTON

Accounts and Settlement

E. B. SHAVER

CADELL SMITH, Asst.

Rental Manager

CHAS. F. MORRISON

Farm Department

FRANK A. JONES

Insurance & Conveyancing

Mrs. N. M. L. JENKINS

Sales Force